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CHEMIST & DRUGGIST

the newsweekly for pharmacy

January 5, 1991

Beecham's round the clock nursing service



£1.1 million TV advertising spend
on the pharmacy only brand leader*



SmithKline Beecham
Health Care

*Independent retail audit: Colds Market.

Pharmacist in court for £10,000 theft

DoH to set up
financial survey
into distribution

Sharp reaction to
Society's views
on supplements

1990-91 GP drugs
bill £200m less
than estimated

Windsor put UV-A
SPFs on Uvistat

C&D Price List
offers new service



Our new TV commercials could end up giving you a sore throat.

On January 1st two new television commercials for Strepsils go on air. And when your doors open on January 2nd, you'll be lost for words. Hardly surprising, really. Both these commercials perfectly capture the feeling of a sore throat. And both show how effectively Strepsils can treat it. What's more, we'll be spending over two million pounds on them. And if you find that hard to swallow, you know what to take.



CHEMIST & DRUGGIST

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& PHARMACY UPDATE

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Member of the Audit
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COMMENT

The consequences of the Government's NHS overhaul is now being felt by the pharmaceutical distributors — they are to be subjected to an in-depth financial survey. It is no surprise that some health authorities have been looking at shortline wholesaling. As soon as it became clear the RHAs were going to become "providers of services" under the new regime it was inevitable that wholesaling would feature on their list of options.

Full range wholesalers predictably oppose any group which is likely to erode their market share. In the past the NAPD has by and large managed to defend its corner successfully, with evidence of margins and returns to back up the wholesalers' case. The NHS Supplies Group sees no benefits from health authority retailing, and the NAPD says any short term gain would be self-defeating. It is probably right. While community pharmacists might initially benefit on price they would eventually lose out on service.

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NEWS

Ferguson's letter gets mixed reactions

The Royal Pharmaceutical Society's call for a review of the legal status of food supplements intended for use as medicines, received wide media coverage before Christmas, and prompted a varied response.

The Proprietary Association of Great Britain, representing OTC medicine manufacturers, said it was a pity the Society, in trying to highlight a minority of cases, had brought into question the whole of the industry.

"Pharmacists will want to know whether the products on their shelves should be sold or not," said public relations manager Gopa Mitra. She explained that although most of their members' vitamin, mineral and food supplement products are not licensed, they are covered by bona fide legislation — the Food Act, and Food Labelling Regulations — and are subject to advertising restrictions. Members also have to submit labels, leaflets and advertising for PAGB approval in the same way

as medicines, she said.

PAGB has suggested to the Government's Food Advisory Committee, whose report is due this month, that there should be a list of agreed claims. If a company wanted to claim more, it would have to provide substantiation for a licence. The same would apply to safety limits.

The European and British Health Food Manufacturers Association described the Society's view as "outrageous" on Radio 4's "Today" programme (December 19). And the Institute for Complementary Medicine said: "People are becoming increasingly wary of chemical drugs and it is not surprising the Pharmaceutical Society is taking this line."

Manufacturers, too, have been quick to express a view. Seven Seas said: "While some criticism of isolated small manufacturers and importers of products may be valid, the vast majority of products sold in this country are produced to the

highest standards of safety and efficacy."

The company says it makes no distinction between licensed products and food supplements for quality and safety purposes.

English Grains Healthcare's marketing director Robert Smith says: "We understand concerns regarding safety and quality. However, dietary supplements have an enviable safe record spanning many years."

He points out that ginseng, the most widely used plant remedy worldwide, has been the subject of over 2,000 research papers. "We are unaware of any case of serious side-effects occurring from dosage at the recommended daily amount."

Potters, who last month were granted licences for over 100 herbal products, pledged support for "the attack on 'cowboy' health products". "We have been campaigning for years against unscrupulous operators who have damaged the image of our industry. The Society's warning is long overdue," says managing director Tony Hampson. "It is important the public understands that if herbal products are licensed they have been subjected to the same rigorous testing as other medicines," he says.

Roger Odd, head designate of the Society's practice division, told C&D: "We are pleased with the coverage, and have had a number of inquiries from Government departments and national associations who want to talk about our views."

Mr Ferguson is expecting a response from the Department of Health in the New Year. Early indications are that the DoH is very keen to take on board the Society's suggestions, Mr Odd added.

BGMA: then there were six

The British Generic Manufacturers Association has formally announced that Berk Pharmaceuticals, Thomas Kerfoot & Co Ltd have become members.

The three join APS, CP and Evans to form a six-member body. Of the major generic manufacturers, only Cox are

outside the organisation.

The new chairman of the BGMA is Steve Stocks, managing director of APS and Berk. The BGMA was formed in February 1989 to promote an accurate understanding of generics to Government and the medical and pharmaceutical sectors.

Pharmacy manager pilfers £10,000 from two shops

A pharmacist who stole almost £10,000 from two West Midlands pharmacies that he was managing did so because of mounting debts and an expensive lifestyle, a court heard.

Wolverhampton Crown Court was told last month that David Thomas Wilson, aged 30, of Sandmere Grove, Yardley Wood, Birmingham, later repaid some of the money by selling his house.

He pleaded guilty to stealing £5,050 from John Henry Wilkes Chemists, of Wolverhampton, between July 1986 and September 1987. He also admitted stealing £4,895 from Faqirs Chemist, of West Bromwich, between August 1989 and May 1990.

Miss Monica Pirrota, prosecuting, said Mr Wilson had systematically stolen money from the shop tills, undercharged for

goods and helped himself to stock where he was employed.

Mr David Seconde, defending, said he had taken on commitments he couldn't possibly support.

Judge Richard Gibbs, QC, said: "The case is so substantial that it is difficult not to impose anything except a custodial sentence. However, if I do so Mr Faqir will not be able to recover any of the money owing to him."

Scripts below forecasts

The Department of Health's latest forecast of the cost of drugs prescribed by GPs in 1990-91 is some £200 million less than provided in the estimates, Virginia Bottomley, Minister for Health, said in a Commons reply.

"This is forecast to give a 1 per cent growth in real terms over 1989-90, compared with an average of 4 per cent a year in the five years from 1985 to 1990, and reflects the effectiveness of the Prescribing Analysis and Cost initiative in influencing prescribing by GPs," said Mrs Bottomley.

"The forecast drugs bill for 1991-92 in our public expenditure plans is £2,310m."

N&P chairman gets CBE

Nurdin & Peacock's chairman and a pharmacy technician were among those recognised in the New Year Honours list.

Michael Peacock, chairman, Nurdin & Peacock, was made CBE. He joined the company in 1955 and became chairman in 1979. He is the fifth generation of the Peacock family which founded the company in 1810.

Miss Morag D. Stewart, senior pharmacy technician Glasgow Royal Infirmary, was awarded the BEM. She has worked at the hospital for at least 20 years where she has played an important role as specialist in the pharmaceutical sundries section.

Colin J.S. Walker, chairman, East Anglian Regional Health

Authority, was given a knighthood. Others honoured included: D.C. Rennie, chairman, Harrow Health Authority (CBE); Professor A.R. Emerson, chairman, Norfolk Family Practitioner Committee (OBE); S.S. Wayne, chairman, Waltham Forest Health Authority (OBE); Dr H.A. Evans, general practitioner, Great Yarmouth, Norfolk (MBE); and G.S. Flory, lay member, Hants Family Practitioner Committee (MBE).

RDA shift

The COMA report on dietary supplements, now with the Ministry of Agriculture, is understood to recommend a move from "recommended daily amounts" for vitamins, preferring "figures for optimal health".

This coincides with the intention of the European Commission to introduce a draft Directive to control the status of supplements. European proprietary medicine manufacturers will formally announce their policy on January 24, which is expected to mirror closely the stance taken by the Proprietary Association of Great Britain.

The PAGB has made a strong case for maintaining the approach currently adopted in the UK.

Poor inhaler technique seen

An audit of inhaler technique among asthmatics attending their general practitioners has revealed that 25 per cent have inadequate technique.

The study in the *British Journal of General Practice* (December 1990) examined the administration of inhaled therapy in 422 patients from 34 practices. The majority (63 per cent) were using metered dose inhalers with 15 per cent using Rotahalers and 9 per cent using spacer devices.

Four different steps were examined; preparation for inhalation including shaking the device or correct loading; expiration and correct head position; inspiration; and holding the breath afterwards. Each step scored one point and a score of 2 or less was considered inadequate.

The Turbohaler, used by 5 per cent of those studied, had the highest proportion of patients with good technique (78 per cent) and

the metered dose inhalers the lowest (45 per cent).

The initial impression that the Turbohaler is easier to use is questionable, the author claims, due to a disparity of numbers between the different inhaler groups and an unequal age distribution. However, inhaler devices prescribed over long periods should be given priority over those recently available when checking technique.

New C&D Price List service

Subscribers will find an extra section in the January edition of the C&D Price List.

"This Month's New Products" is a quick-reference guide to brands and packs added to the List since the previous edition, providing a reminder to order lines that may have been

missed and information to help answer customer inquiries about products not normally stocked.

All items listed have already appeared in a Weekly Price Supplement; for detailed information about product launches subscribers should refer back to the **Counterpoints** report.

BRIEFS

The Pharmaceutical Services Negotiating Committee has now accepted Department of Health proposals for paying £1.8 million overdue from 1988-89 for services to residential homes.

Contractors will receive £50 for each home with which they have an agreement to provide advice under Health Circular (FP)(89)13, and £150 for a patient medication record system set up under the same circular. One-off payments will be made to all who have joined the relevant scheme before March 31, 1991.

If take-up does not reach £1.8m, the DoH says it will examine ways of clearing the balance.

The Department of Health is asking contractors in England and Wales who may have been disadvantaged by the change in discount scale on August 1 last year to write to them with details.

The new scale set discount recovery at 10.41 per cent over the eight months from August 1 to achieve a target of 9.67 per cent over the whole of 1990-91. Pharmacies opening between April and August would therefore end up paying over 9.67 per cent.

Further information is available from Dr Gordon Geddes at PSNC on 0296 432823.

Mr Dudley Fishburn (Cons) has sought leave to introduce a Private Member's Bill to amend the Medicines Act 1968 and the NHS Act 1977 in respect of pharmaceutical services, so as to allow registered nurses to prescribe medicinal products in certain circumstances. The Bill will be presented to the Commons on January 30. As the Department of Health is already looking into this area it is unlikely to receive Government backing.

The January Healthcare campaign is devoted to Alzheimer's disease, the most common form of dementia.

The mid-February distribution will deal with the 1991 No Smoking Day, on March 13.

EC environment ministers have speeded up plans to phase out chlorofluorocarbon gases by pledging an 85 per cent cut in Community-production by July 1995, and a total ban by mid-1997, 30 months ahead of schedule. Temporary exemptions for medical aerosols remain.

Insulin pens and needles may become prescribable as an alternative to syringes providing this would not involve extra cost, Health Minister Virginia Bottomley said on December 18. She added that discussions with suppliers are currently in progress.

A gloomy prognosis

I am now identifying a real lack of increase in my business: in real terms, taking inflation into account, I am looking at a 10 per cent reduction in my turnover since June.

Many factors have come together to create this situation. Doctors are being encouraged to be more "rational" in their prescribing. For a number of GP practices this means giving greater quantities on less frequent prescriptions. Consequently the unit cost of my average prescription item has increased from £4.90 in November 1989 to £5.60 in November 1990. This effectively means a reduction in profit and additionally there has been an overall reduction in the number of items dispensed.

"Superdrug have appeared in spitting distance — I know it's spitting distance because I do frequently"

I have lost two valuable oxygen patients, one by natural selection, which I don't mind, but one transferred to a concentrator, which I do mind. I have had my counter devastated by the appearance of Superdrug within spitting distance — I know it's spitting distance because I do frequently. I have had to inject personal capital into the business at the beginning of December to buy Christmas stock. The future does not hold much hope for an increase in business.

I fear someone is trying to tell me something and I feel it might be the DHSS. The Department is continuing its aggressive cost cutting within the NHS on behalf of its political masters and would be keen to see fewer pharmacies, an objective it failed to realise when the limitation of contract was introduced a few years ago. The Department's ideal figure would be about 350 pharmacies to serve the whole Northern Ireland population, a far cry from the present 519.

I suppose I am one of the smallish, not very cost effective pharmacies the DHSS would like to get rid off and I fear it is now about to apply more pressure since the cost-plus contract is no longer in the way. To all average pharmacies, therefore, might I offer a word of caution for 1991: maybe it's time to write to the PCC and make sure it pre-empts the next DHSS offensive rather than acting in its usual passive fashion.

From a community pharmacist in Northern Ireland

TOPICAL REFLECTIONS

by Xrayser

Watch this space?

The shake-out in the wholesale sector has continued apace with the consolidation by Medicopharma of their acquisitions of the last six months. Now that Unichem have become a public company, all wholesalers are competing on equal footing and it will be interesting to see whether the company can maintain its growth within this sector. Certainly if the confidence expressed by Medicopharma's chief executive, John Baseley, in the Numark Chemist's *Newsline* in December is anything to go by, the competition, particularly in the South East, is about to intensify and this time it is service that will determine the winner, not the carrot of future capital gain.

One particular area he has highlighted is the interest in franchising shown by other wholesalers: certainly many independent pharmacists view the growth of franchising with mixed feelings. On the one hand it prevents businesses being swallowed up by the ever lengthening tentacles of avaricious multiples, but on the other such outlets themselves project a multiple image which can stifle the individualism of the independent. It remains to be seen whether the declared intentions of Medicopharma, not to become involved in retail will withstand the pressures of trying to increase their share of a contracting market.

Price penalty

Lustral is an antidepressant launched recently by Pfizer. I am sure its pharmaceutical pedigree is impeccable and it will sell well on merit, but why two strengths with such a large disparity in price? Both 50mg and 100mg



presentations are on the market, but at £26.51 and £39.77 for 28 respectively — a 50 per cent price differential. Once again, the capital costs incurred by pharmacists appear to have been ignored with the added twist that if two 50mg tablets were dispensed against a script for 100mg, there would be a substantial financial penalty.

According to the Data Sheet the dose should be adjusted by 50mg increments to a maximum of 200mg with a recommended maintenance of

50mg-100mg. I can see no reason for this price differential other than the unnecessary inflation of my capital investment to Pfizer's advantage. Surely even the most depressed of patients is able to take two tablets, when a single presentation of 50mg would then suffice.

Right to be 'Mr'

It is strange indeed that very few of those entitled to use the designation "Doctor" do so while members of the medical profession, whose academic qualifications do not justify its use, zealously guard their "right" against allcomers.

Dentists may be resentful of the ego boost enjoyed by "Doctors" and aim to emulate them but as a humble pharmacist I would agree with John Ferguson (*C&D* December 29, 1990, p1071) and would prefer to remain a simple "Mr."

Many patients still stand in awe of their doctor whereas they are able to relax in the more mundane presence of their pharmacist. I have no desire to be put on a pedestal, rather, I am flattered that may patients treat me as an equal and are prepared to discuss their problems. To attempt to acquire false status by adopting unearned titles could destroy that patient goodwill which makes our profession truly respected.

COUNTERPOINTS

Revlon add three to sun range

Revlon have introduced three new sun care products into their range for 1991 — cooling sun relief, pre-tan body polisher and sunshield for hair.

The cooling sun relief (200ml £10.50) is a moisturiser in a creme gel formula. It is said to provide instant cooling relief from sun and wind exposure.

Pre-tan body polisher (200ml £9.50) is said to optimise the skin's pre-sun condition with refining grains to buff away rough skin to smooth the texture and make it more receptive to the sun.

Finally the company has introduced a sunshield for hair (200ml £8.95), a sunscreen gel which is said to help protect the hair from sun damage. *Revlon International. Tel: 081-568 4466.*

Arden for Spring

Elizabeth Arden's Spring colour collection takes inspiration from the sea this year, focusing on clear colours and earthy tones.

For the eyes the company has come up with a luxury eye shadow duo (£12.50) in shades of sea glass and sand swept; an eye shadow quad (£13.50) comes under the name Tradewinds with an eye pencil in nutmeg (£5.95).

For the cheeks the company has come up with shades of rose and coral (£12.50) while lip shades come in sherbet brights, barely browns, and gentle peaches and mangos (£8.50 or £9.50) with nail shades to match (£7). The shades will be available from February. *Elizabeth Arden Ltd. Tel: 071-224 1213.*

Alberto Culver are supporting their VO5 styling range with a £2 million plus national television advertising campaign breaking this month. The 30 second commercial focuses on VO5 gel spray. *Albert Culver Co. Tel: 0256 57222.*

Windsor break the mould with Uvistat

Windsor Pharmaceuticals are breaking the mould this year by introducing a sun protection factor for UV-A for all their sun care products as well as the standard UV-B number. They say that this makes them the first company to launch a UV-A SPF on-pack.

To underline this, Windsor have redesigned all Uvistat and Uvistat Babysun packaging so that packs not only carry UV-A and UV-B SPF's, but also the maximum wavelengths each product will provide protection from. The message is further underlined with the catchline "UV-B and UV-A balanced protection formula" which now appears on all pack fronts.

In order to obtain a UV-A factor, the company is using an *in vitro* method based on the use of an artificial light source. The absorption spectrum of a sunscreen is measured at 5nm intervals across the appropriate UV waveband of 290-400nm (virtually no UV light below 290nm reaches the earth). The figures calculated in this way give an SPF equivalent at each of the 5nm intervals. These can be displayed in graphical form and the average protection afforded over any portion of the UV spectrum calculated.

This method shows very close correlation with UV-B SPF's measured by the standard procedure in human volunteers, say Windsor. Although widely accepted, this method has not been fully validated for its UV-A results in terms of comparison with the results from human tests.

Plans for Uvistat this year include the launch of an ultra block factor 30 (UV-A and UV-B). The product comes in a 50g squeeze pack and its hypo-allergenic formulation is said to have been designed for people with photosensitive skin and those who wish to protect their skin from further ageing from UV radiation.

The product comes in a white carton (£5.99) and will be sold in from March. Windsor will also be relaunching their Uvistat factor 10



sun cream with a new water resistant formulation. It will now contain micronised titanium dioxide (MTD) and will offer an SPF of 10 for both UV-B and UV-A. A new 100g squeeze pack size is also being introduced with SPF20.

Windsor will be supporting the Uvistat range with a £750,000 advertising spend. This will include a national Press campaign for Uvistat and Uvistat Babysun, an educational booklet, sampling offers and merchandising material. *Windsor Pharmaceuticals Ltd. Tel: 0344 484448.*

Mary Quant goes glam

Glamorous shades are the hallmark of the Mary Quant new look for Spring known as Materialises.

Lips and nails come in shades of coral and plum (£1.85 and £1.55) while eyes are in apricots, pinks and browns (£1.55) with duos (£1.85) in peach and pink or pink and plum. *Max Factor Ltd. Tel: 0202 524141.*

Coppertone expands portfolio

Three new products join the Coppertone portfolio this season, supported with a "comprehensive promotional programme".

New to the range for 1991 are: dark tanning lotion SPF 4 (150ml); tanning lotion SPF6 (150ml) and tanning lotion SPF8 (150ml) — prices will be announced later.

All three formulations are waterproof, contain UV-A and UV-B filters and include aloe vera, jojoba oil and vitamin E to help moisturise the skin.

The new range will be backed with a £300,000 promotional campaign including advertisements in the women's Press.

A range of POS material is available and consumers will be given the opportunity to buy two products from the range and get one free or receive a free hip bag with any two purchases, say Scholl.

A counter unit featuring 20ml samples of quick tan plus a consumer leaflet on how to apply sunless tanning products is also available. *Scholl Consumer Products Ltd. Tel: 0582 482929.*

Display and win with Ciba

Ciba Consumer are running a "display and win" competition for their brands Mucron and Otrivine. Prizes available include a compact disc system, a 14in colour television and a portable radio/cassette. All entrants will win a Parker ball point pen.

Throughout the Winter, the company is giving these brands heavy support with an advertising spend amounting to £2.3 million.

In addition, a full range of point of sale material including counter cards, showcards, shelf edgers and consumer advice leaflets is available. *Ciba Consumer Pharmaceuticals. Tel: 0403 59466.*

Stratagem for tanners

Charles of the Ritz are introducing two new suncare products into their Stratagem sun care range for this year.

Bronzing gel SPF 2 (150ml £9.75) is a non-oily tanning gel for the body said to be "ideal for fast tanners", while bronzing cream for the face SPF 6 (75ml £9.75) is a tanning cream created for the special needs of the face, says the company.

Both new products will be available from April. *Charles of the Ritz Ltd. Tel: 081-568 4466.*

Almay block for lips

Total block lip and eye protector SPF 15 is the latest new product in the Almay suncare portfolio.

The protector comes in stick form and is said to help prevent inflammation and cold sores caused by the sun and wind. The formulation is enriched with vitamin E and gives protection against both UV-A and UV-B rays, says the company.

Lip and eye protector is fragrance and lanolin free and non-comedogenic (£3.95) says *Nicholas Laboratories Ltd. Tel: 0753 23971.*

Maxi goes natural

Natural, monochromatic shades are the offering from Max Factor's Maxi range this Spring.

The emphasis is on the natural look with single eye shades in ginger and brown (£2.09) and duos in golden honey and bronze or pink and dusky plum (£2.49).

Lips and nails co-ordinate in shades of beige, pink and brown (lips £2.45, nails £2.15) while blushers come in caramels and peaches (£2.19) and mascara in jet black (£2.39). *Max Factor Ltd. Tel: 0202 524141.*

The previously Salton branded Ultrasonic Humidifier has now been brought under the Pifco brand to complement their range of air treatment products. Pifco are also introducing an integral demineralisation filter to remove the problem of white calcium dust in hard water areas. The Pifco Ultrasonic Humidifier retails at £74.95 with replacement filters at £6.95. *Pifco Salton Carmen. Tel: 061-681 8321.*

RoC shed the light

RoC have launched Total Sunblock (50ml, £6.15) with an SPF greater than 15, which is said to provide maximum protection against UV-A, UV-B and visible rays.

Available in colourless and tinted creams, the formula is said to be water resistant, hypo-allergenic, PABA free and perfume-free. The active ingredients are cinnamic ester, oxybenzone, mineral pigments, and dibenzoyl-methane, while moisturisers and vitamin E are also included.

Total Sunblock is available on prescription for patients with photodermatoses, including those resulting from radiotherapy. The

company says it protects against most types of photo-sensitisation, including solar urticaria and drug induced photosensitivity.

The product is also suitable for use by vitiligo sufferers and children, and can be used for normal skin types exposed to intense sunshine.

RoC will be introducing three more sun products in March. Water Resistant Sun Cream (50ml, £6.95) and Lotion (150ml, £7.95) are high protection products, factor 7-9, recommended for children. Invisible Sunscreen, SPF 10-15, has been reformulated to make it water resistant say *RoC Laboratories Ltd. Tel: 071 823 9223.*



Win an Escort with Nurofen

Crookes are offering pharmacists the chance to win a silver Ford Escort 1.4LX and one of 40 Technics portable CD players if Nurofen is displayed on shelves, counter units and windows.

Starting on January 7 and running until March, the

promotion "Driving Ahead 1991" also involves discounts and free stock incentives. The promotion coincides with a further £1 million national television campaign, all part of this year's £6m advertising support, say *Crookes Healthcare Ltd. Tel: 0602 507431.*

Colorfast for Spring

The Colorfast range is moving towards muted shades for Spring this year with new colours for eyes, lips, cheeks and nails.

For lips, the company have introduced shades of rose, pink, plum and dusky pink in the Day Long range (£4.95) with matching nail colours (£3.95). The lipstick comes in shades of copper, creme, tan and ochre (£4.95) with matching nail enamel.

Eye colours come in shades of cinnamon, green, gold, chestnut, pink and plum in two newly introduced quartettes (£6.95),

with blusher in caramel or bronze (£6.45); kohl pencil in brown and grey (£3.95); mascara (£5.25) in shades of soft brown or charcoal. The range will be available from February. *Max Factor Ltd. Tel: 0202 524141.*

Teenage Mutant Hero Turtle tissues are now available from British Tissues. The new product consists of 125 regular two-ply green facial tissues packed in a Mutant Turtle box which has a cut-out and colour-in Turtle action scene on the bottom. Retail price will be around £0.85.

The company will also be running its first television campaign for Dixcel tissues from Boxing Day. *British Tissues. Tel: 081-864 5411.*

Two more for Vichy

Two new products have been introduced into the Vichy suncare portfolio — multi reflective sunscreen SPF 20 and high protection sun milk specially for children SPF 12.

The sunmilk (£7.50) has been created particularly to protect children's delicate skin, say Vichy. It contains IR reflective agents (2.5 per cent); UV-A and UV-B filters, kiwi fruit seed oil and vitamin F. It is waterproof and has been tested under dermatopaediatric control, says the company.

Also new to the range is the multi reflective sunscreen which reflects UV-A, UV-B and IR rays (£7.50). It also contains vitamin E and vitamin F and is water resistant. It should be used on delicate skin or in conditions of intense sun, say Vichy. *Tel: 0235 526747.*

Outdoor's Spring flowers

This year's Spring theme for Outdoor Girl uses Spring flowers for inspiration.

Les Fleurs includes matching lip (£1.55) and nail (£1.65) colours in shades of coral pink and terracotta. For the eyes, eye shadow duos (£1.45) are in shades of beige and dusky rose while eye shadow options offer shades of pink, silver, mauve and blue. Les Fleurs will be available from mid-February. *Max Factor Ltd. Tel: 0202 524141.*

Empathy challenge

Following the relaunch of the Empathy ranges of skin and haircare products last year, manufacturers Johnson & Johnson are spearheading a New Year support programme with an Empathy consumer challenge promotion on all shampoo and conditioner variants.

On shelf throughout January and February and denoted by a neck collar, the challenge offers consumers a money-back guarantee should they fail to see an improvement after using the promoted products. *Johnson & Johnson. Tel: 0628 822222.*

Fluffies — an Aussie hit

Currently making its UK debut is the Fluffies range of nappy covers and footwear, claimed to be the biggest selling nursery line in Australia and New Zealand.

Fluffies pilchers (£2.50) are fluffy pants which are worn over disposable or cloth nappies to provide extra absorbency. The knitted, stretchable fabric holds moisture from the nappy. Babyco Distributors say the garments last much longer than most plastic pants, do not chafe, and feel warm in Winter but cool in Summer.

The pants come in four colours and five sizes from newborn to extra large. Soft knitted matching booties (£1.40) and slippers (£2.50) are also available.

Babyco are also distributing the Bobtop swimming aid, a non-inflatable, buoyant garment which is worn over the normal bathing costume and helps children learning to swim (two to five years, £10.50; six to nine years, £10.90). *Babyco Distributors. Tel: 0323 895730.*

Vileda are relaunching their range of rubber gloves with a three week £350,000 television advertising campaign beginning on February 25, 1991. Available from the beginning of January the Vileda gloves are said to be priced to be comparable with the Marigold range. The company is also adding a window washer, a telescopic duster and three clothes lines to its range.

Vileda are also introducing a rival to the J-cloth, the Sunsplash, which will be launched in the New Year with an £850,000 television campaign. *Vileda Ltd. Tel: 0274 851104.*

J&J enter suncare with a family system

Johnson & Johnson will be entering the UK suncare market for the first time this year with the launch of Johnson's suncare system for family protection.

The range is clearly being marketed as a protection range, which J&J claim is in keeping with the current consumer trend towards choosing higher factors for suncare. The range does not offer the lower protection tanning products.

All products offer both UVA, UVB and UVC protection and are waterproof for two hours in water say J&J.

Each product has a flip top lid in a different bright colour which is echoed in a circular spectrum

design below the product name. All products will be presented in plastic bottles with the exception of the aftersun gel which will be presented in a transparent tube and the SPF 15+ cream which will be in a cartonised tube.

The entire range will comprise: SPF6 for normal skin; SPF8 lotion for fair skin; SPF12 lotion for highly sensitive skin; SPF15+ lotion or cream; SPF20 sunblock stick; aftersun lotion and aftersun gel. Prices will be released shortly say J&J.

The launch will be supported with a national television campaign showing a family on holiday using the J&J suncare system. *Johnson & Johnson. Tel: 0628 822222.*

New bottles from Maws

Addis have introduced new character feeding bottles into their range of baby feeding accessories. The bottles, in pink and minty green, feature two characters — a teddy bear and a bunny rabbit — each in a variety of designs.

The 125ml single bottles come in two designs (rrp £1.65) packed in outers of 12. The 250ml single bottles come in six designs (rrp £1.70), also packed in outers of 12. There are two triple packs — a "teddy bear" range and "bunny rabbit" range — each containing three 250ml bottles, (rrp £4.95) packed in outers of four.

Also available on request is a

merchandising unit which contains six 125ml single bottles, eight 250ml single bottles and two 250ml three-pack bottles. *Addis Ltd. Tel: 0992 584221.*

Coty add to Sunshimmer

Beauty International have added Soleil D'Or to their Coty Sunshimmer range for 1991.

The product, available from March (£4.50) is described as a semi-permanent tanning lotion which encourages the skin to develop a natural looking tan without the sun.

It is said to be suitable for the face and the body and also contains UVA and UVB filters. *Beauty International Ltd. Tel: 0491 33333.*

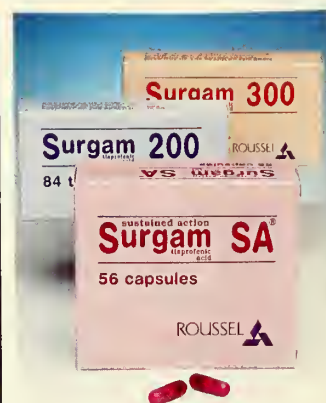
A £3 million national advertising support programme is planned for the sweetener brand Canderel, over the next 12 months, say manufacturers Searle Consumer Products. A new 10 second commercial featuring the "Canderel snowman" will be on air, nationwide, from Boxing Day until mid February. *Searle Consumer Products. Tel: 0494 21124.*

Halls Mentholyptus have joined Age Concern in a campaign to help the elderly face the cold this Winter.

The "Beat the cold" campaign provides help and advice on avoiding Winter ills and preventing hypothermia through more than 100,000 information leaflets. *Warner Lambert Confectionery. Tel: 061-766 5471.*

PRESCRIPTION SPECIALITIES

Roussel have introduced new packaging for their Surgam range, which will be available from next week. No changes have been made to pack sizes or prices, say *Roussel Laboratories Ltd. Tel: 0895 834343.*



Ciba-Geigy's Desferal is now also indicated for aluminium overload in dialysis patients where preventative measures, such as reverse osmosis, have failed. *Ciba-Geigy Pharmaceuticals. Tel: 0403 50101.*

3M Health Care have introduced Acupan in a blister pack; the size and price remains unchanged. *3M Health Care Ltd Pharmaceuticals Division. Tel: 0509 611611.*

Beiersdorf UK Ltd say that Leucosilk permeable woven synthetic adhesive tape (commonly known as a hypoallergenic silky tape) will remain available on the Drug Tariff in 1991. The company says that to its knowledge, Leucosilk will be the only such tape on the Drug Tariff from January 1. *Beiersdorf UK Ltd. Tel: 0908 211444.*

Medo Pharmaceuticals have apologised to pharmacists for problems in supplying Diocetyl tablets. The company is experiencing delays in the supply of raw material and production. All orders will be met as soon as possible, says the company, and an announcement will be made once supply is assured. *Medo Pharmaceuticals Ltd. Tel: 0494 772071.*

Merck Nutrition have announced the following changes to be phased in as existing stock is exhausted. The minimum order quantity for the Liquisorb, Liquisorbon MCT and Peptisorb 500ml sizes has increased from 10 to 12. The NHS price per 500ml bottle remains unchanged but the price per new minimum order will be larger. In addition, a number of products will have the existing screw caps replaced with crown caps and boxes will be supplied without box dividers. *E Merck Ltd. Tel: 0420 64011.*

ON TV NEXT WEEK

GTV Grampian
B Border
BSB British Sky
Broadcasting
C Central
CTV Channel Islands
LWT London Weekend

C4 Channel 4
U Ulster
G Granada
A Anglia
TSW South West
TTV Thames Television
TV-am Breakfast Television

STV Scotland (central)
Y Yorkshire
HTV Wales & West
TVS South
TT Tyne Tees

Atrix:	All areas except B, CTV, LWT, TTV, TT, C4 & TV-am
Beecham Coughcaps:	All areas
Beecham Hot Remedies:	All areas
Beechams Powders Capsules:	All areas
Benylin:	All areas
Benylin Day & Night:	A, HTV, TSW, TVS, LWT & TTV
Mucron:	All areas
Otrivine:	All areas
Pudgies:	TV-am
Sensodyne toothpaste:	All areas except CTV & TV-am
Veno's:	All areas

Inevitable price rises

I read your article concerning Unichem's trading terms (*Counterpoints* November 24). As a managing director of a small company manufacturing over the counter pharmaceuticals, I find the whole attitude of companies like Unichem to be in total contradiction to stated policies about serving the public.

It is well known that the grocery trade (the big five) have extraordinary powers in "persuading" suppliers to grant better terms in one way or another, but is this necessary in the pharmaceutical business?

After many years of acceptable margins in the wholesale trade, does someone like Unichem have to stoop to grocery trade tactics, because whatever they say about passing benefits on to the consumer, could it be that they need the margins themselves.

The ultimate effect of this is higher prices to the consumer. The manufacturer cannot go on giving, and he is not prepared to be sacrificed on the altar of the greed of others.

I believe some major

manufacturers have already conceded to Unichem. Do they have more money than sense.

M.R.F. Ellis
London NW1

On payment for service

Liverpool Local Pharmaceutical Committee has asked me to comment on your article "Pharmacists turned into glorified shop-keepers?" (December 1, 1990). While we would agree with its general thrust that pharmacists are under considerable pressure both from the effects of the remuneration imposition and from the recession, we took issue with some of the points.

In particular, the opinions of Pharmaceutical Services Negotiating Committee secretary Stephen Axon were considered to be out of touch with reality. He says that payment will follow services. We would ask whether either PSNC or the DoH have asked for or offered payment for monitored dosage systems? Have any representations been made for remuneration for advice to

patients on the best use of the medicines they have been prescribed? Mr Axon should also be made aware that no aspect of service in a modern community pharmacy should be offered totally free of charge.

With regard to the statement from Boots that the present three-tier payment system should be replaced with a single flat-rate system, we feel that contractors should be made aware of the consequences of such a change. Those pharmacies dispensing 2,000 or less items per month would effectively be rendered unviable, despite the fact that many are providing a service which is essential to their local communities. Contractors with high volume dispensaries would benefit enormously, but what would be the benefit to patients? That is the criterion that we as a caring profession must apply.

This is a proposal that should be given short shrift by the profession, and particularly by PSNC which should inform contractors exactly what is its agreed policy. It is precisely this sort of statement from Boots which undermines the confidence that contractors have in PSNC.

J. Max
Chairman, Liverpool LPC

Diet advice

Like Xrayser, I too wrote to the British Dietetic Association requesting a copy of their milk-free products list. A customer with a lactose intolerant baby had shown me the list and I have other requests on this subject.

Not being on "Dear John" terms with Mr Grigg, I wrote to the Association expecting the letter to be directed to the appropriate department. Needless to say, I did not receive "the soft answer which turneth away wrath", but three lines saying that this publication was only available to dietitians, together with the return of my own letter. I was, to say the least, annoyed by this apparent rudeness, but being a philosophical sort, I left it at that.

The community pharmacist is the first line of information for most patients.

A reasoned, and reasonable, response from the BDA was all that was needed. Perhaps Mr Grigg should institute some staff training to ensure that letters going out from his office meet with his approval.

Paul Baker
Bradford

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PILLS

— the every week
story of pharmacy folk
episode 32.

"MY PRESCRIPTIONS HAVE INCREASED BY 24%"

said Gerry Patel

M.R.Pharm.S of Aberdeen

*"People in Aberdeen have
been looking for pharmacies
giving leaflets."*

*"Two patients with stomach
ulcers went back to their
doctors after reading my
leaflet on Ibuprofen. The
doctors decided to change the
medication and the patients
were really impressed."*

"The system is really good."

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BUSINESS NEWS

Government to survey wholesalers' finances

The Department of Health is conducting an in-depth financial survey of pharmaceutical wholesalers, which will be reported by April.

"A financial survey into the distribution sector" was initiated following concern about health authorities wholesaling medicines to community pharmacists — which may under cut full-line wholesaler's prices and eventually cause NHS costs to rocket.

Several meetings have already taken place between NAPD and the DoH and this month the DoH will visit a representative selection of around eight nationwide wholesalers (not confined to NAP

members) to investigate their financial situation over the last two years. It is possible that topics raised by the Pharmaceutical Distributors Working Group around five years ago may be re-examined.

Mr Watts, director of the National Association of Pharmaceutical Distributors, comments that one health authority advertised a range of wholesale items, from alcoholic drinks to medicines, in a 200 page colour catalogue. "Short-line wholesalers are the vultures of the NHS system. They make a lot of money and go laughing all the way to their holidays," he says. Full-line wholesalers only make money on 10 per cent of their lines, which has to subsidise the remaining 90 per cent. "Unless we can make sufficient money from the 10 per cent, there will be warning bells everywhere," he says.

Mr Watts says that any short term gain for hospitals offering a wholesaling service would eventually be self-defeating: Full-line wholesalers would no longer be able to either sell at hospital contract prices or subsidise their loss-making products, and costs to the NHS would therefore rocket.

The National Health Service Supplies Group decided on November 21 that no benefits were to be achieved by health authority wholesaling.

Sunday law enforced

Twelve local authorities succeeded in curtailing Sunday trading on the last Sunday before Christmas with a successful High Court action. Four injunctions were granted against major high street stores, including shops in the H. Samuel, Woolworths, and BHS chains.

In another case retailers gave the court undertakings not to trade on the Sunday.

A spokesman for USDAW welcomed the news, saying that until the law was changed it must be enforced. A statement from the union said: "USDAW is pleased that few major retail groups are planning to follow the example of BHS, Woolworths and Currys who have defied the law and opened illegally on Sunday in England and Wales."

However, the director of the Shopping Hours Reform Council, Roger Boaden, said: "Over 400 councils have a duty to enforce the Shops Act yet only a dozen have gone to court."

■ The war of words between the Sunday trading pressure groups continues with two contradictory versions on the last Sunday before Christmas. The Shopping Hours Reform Council maintained that some 15,000 stores opened in an attempt to maximise revenues in what looks to have been one of the thinnest Christmas seasons for retailers for many years. However, The Keep Sunday Special Campaign's version of events was that few shops opened apart from those, like BHS, spearheading the campaign to change the law.

BRIEFS

Wellcome plc have sold the Calmic group of businesses for £26.2 million. Wellcome will phase out the use of the Calmic name by its medical division.

Calmic currently provide a range of hygiene services to industry and commerce.

In the year to 1 September 1990, turnover of the Calmic group was £33.5m and it traded at approximately break-even. Its net tangible assets are £9.7m.

Completion is expected in early January 1991 and the consideration will be paid in cash.

Negotiations are continuing with Medeva on the sale of Wellcome's human vaccines business.

Harris Pharmaceuticals the privately-owned UK generics manufacturer, has been bought by IVAX, a US pharmaceuticals-to-chemicals combine, for \$73.4m.

IVAX say Harris will provide access to UK, European and certain African markets. The American company has a number of drugs in development, including one it hopes will provide an anti-AIDS alternative to zidovudine.

Creighton's Naturally Plc have promoted Bill Hamilton to worldwide sales and marketing controller, following top-level management changes. Mr Hamilton was previously sales manager with the company.

Robinson Healthcare have announced the appointment of Vivien Wickins as business development manager, industrial sales division. She will have responsibility for the generation of new products, new markets and new customers.

COMING EVENTS

Monday, January 7

East Metropolitan Branch, RPSGB. Wanstead Library, Spratt Hall Road, Wanstead, 7.15 for 8pm. "Herbal remedies — a balanced view" by Dr K.D. Brain, Welsh School of Pharmacy.

Tuesday, January 8

Lanarkshire Branch, RPSGB. Old Mill Hotel, Motherwell at 8pm. "Postviral fatigue syndrome" by Professor P.O. Behan.

South East Metropolitan Branch, RPSGB. Medical Centre, Lewisham Hospital, London at 8pm. "Latest developments in dermatology", sponsored by Glaxo Laboratories.

Wednesday, January 9

Isle of Wight Branch, RPSGB. Postgraduate Medical Centre, St Mary's Hospital, Newport at 8pm. "Cholesterol testing demonstration" by Boehringer Mannheim.

Thursday, January 10

Ayrshire Branch, RPSGB. Piersland House Hotel, Troon at 8pm. "Evening primrose oil" by Scotia Pharmaceuticals Ltd.
Exeter Branch, RPSGB. Joint meeting with the British Medical Association.

Glasgow and West of Scotland Branch, RPSGB. Lecture Theatre 1, McCance Building, University of Strathclyde, Richmond Street, Glasgow, 7.30 for 8pm. "Attitudes to the pharmacy profession: Parliament, the public and the media" by Professor A. Thompson, PGC Parliamentary advisor. Joint meeting with Scottish Pharmacists Federation.

Advance information

N W Thames Regional Health Authority have organised a study day for January 13 on responding to symptoms — gastro-intestinal diseases. The venue is the Queen Elizabeth II Postgraduate Medical Centre, Welwyn Garden City from 10am to 4pm.

Afternoon/early evening meetings on "Dissecting the drug tariff" will take place on January 22 at the Post-graduate Centre, Edgware General Hospital from 2.30pm to 7pm. Details are available from Claire Anderson on 0865 742277, ext 27177.

tablets	20	241-042	2.38(10)	S	0.49	GSL	a	colour remover	100g	004-481	7.97(6)	S	2.29	
	50	293-761	3.33(5)	S	1.14	P	a	Simply White for nets	sachets x 2	353-722	6.61(12)	S	0.95	a
BEAUTY FROM WITHIN (English Grains Healthcare)														
Effective January 01									sachets x 3	073-411	4.83(6)	S	1.39	a
multivitamins tablets	30	314-690	13.04(6)	S	3.75		a	super white	tin	080-481	8.69(12)	S	1.25	a
BIOVIT-C (Bioceuticals)														
powder	60g	360-529	1.120	S	1.89		a	washing machine dyeing permanent colour	200g	248-898	6.52(3)	S	3.75	a
BMS (Bio-Medical Services)														
(liquid paraffin 65% w/w, wool alcohol 5% w/w)							i	ECZEDERM (Quinoderm)						c
emollient bath oil	200ml	253-534	1.950	S	...	P	●	cream	60g	489-708	1.790	S	3.09	P
CALCIA (English Grains Healthcare)														
Effective January 01								ribbed tubular stockinette						
calcium supplement tablets								NHS	5cm x 5m	444-760	1.580	S	...	a
30 days supply	90	102-210	10.73(6)	S	2.95		a		10cm x 5m	445-809	2.720	S	...	a
CALOGEN (Scientific Hospital Supplies)														
dietary supplement	11	329-417	9.320	Z	...		a		15cm x 5m	448-118	3.920	S	...	a
	21	029-481	17.960	Z	...		a		20cm x 5m	448-134	4.520	S	...	a
butterscotch flavour	11	251-942	9.980	Z	...		a		25cm x 5m	448-209	5.420	S	...	a
									7.5cm x 5m	444-778	2.050	S	...	a
CEPLAC (Rhône-Poulenc Rorer)														
Effective January 01								ELASTOPLAST (Smith & Nephew Consumer Prods)						
dental disclosing tablets	14	325-282	5.40(10)	S	0.84	GSL	a	Effective January 01						
CIBAVISION (CIBA Vision)														
Effective January 01cases & accessories								home care range						
10.10		200-899	3.230	S	4.65		a	absorbent cotton	25g	3713	246-785	3.11(5)	S	...
Contessa		139-857	2.570	S	3.70		a	antiseptic wipes	10's	7342	331-744	3.51(6)	S	... GSL
Lensept cup		325-779	2.880	S	4.14		a	10's						
Lensrins cup		325-795	2.130	S	3.06		a	crepe bandage						
Nova		326-116	3.370	S	4.84		a	5cm x 4.5m	3947	246-348	2.82(3)	S	...	
Septicon								7.5cm x 4.5m	3948	246-538	4.94(4)	S	...	
disc		325-969	2.570	S	3.70		a	gauze						
gas permeable soln (Menicon 02 lenses)								1m x 90mm	3797	246-751	4.71(5)	S	...	
02 care	120ml	096-065	3.050	S	4.38		a	lint						
hard & gas permeable solutions								25g	3796	246-678	3.98(5)	S	...	
care system								retention bandage						
complete	120ml	220-483	2.810	S	4.37		a	5cm x 4m	3799	245-977	2.58(6)	S	...	
Contactaclean	35ml	081-364	2.670	S	3.84		a	7.5cm x 4m	3800	246-132	7.23(10)	S	...	
Contactsoak	120ml	056-077	2.330	S	3.35		a	wound closure strips						
Contactasol	10ml	423-160	1.420	S	2.04		a	10 x 75 x 3mm	7172	246-819	13.06(12)	S	...	
	60ml	056-101	2.440	S	3.51		a	wound dressing						
soft lens solutions								5 x 8.3cm x 6cm	7334	247-056	13.06(12)	S	...	
Hydroclean	35ml	116-541	2.810	S	4.04		a	ELEMENTAL 028 (Scientific Hospital Supplies)						
Hydrosoak	120ml	323-527	2.820	S	4.05		a	special diet food	100g	258-392	3.522	Z	...	
Hydrosol	10ml	410-886	1.640	S	2.36		a	ENGLISH GRAINS (English Grains Healthcare)						
Lensept	250ml	325-639	2.640	S	3.80		a	Effective January 01						
Lensrins	250ml	325-712	2.510	S	3.61		a	12 star hi-potency						
solutions for all types								yeast tablets	300	082-305	8.00(12)	S	1.15	
10.10									500	449-314	11.83(12)	S	1.70	
cleaning & disinfecting									1000	449-322	19.83(12)	S	2.85	
solution	250ml	081-430	2.440	S	3.51		a	EVOPRIM (Bioceuticals)						
five pack		417-196	3.110	S	4.47		a	Effective December 10						
rinsing & neutralising								evening primrose oil						
solution	25 x 15ml vials	081-448	3.470	S	4.99		a	capsules						
Clerz								1000mg	30	254-631	3.850	S	6.65	GSL
3 sachets	30 vials	863-050	3.330	S	4.78		a	FLUREX (Cupal)						
Solar saline aerosol	115ml	046-656	1.380	S	1.99		a	Effective January 01						
	275ml	046-631	1.850	S	2.66		a	decongestant inhalant						
CREMALGIN (Rhône-Poulenc Rorer)														
Effective January 01								capsules	12	361-097	9.71(12)	S	1.29	GSL
balm	30g	334-599	11.40(20)	S	0.98	GSL	a	FUNGILIN (Squibb E.R.)						
CUPAL (Cupal)														
Effective January 01								ointment 3%	15g	105-759	1.300	S	2.24	POM
verruca accessory pack		251-157	7.91(12)	S	1.05		a	GENERAID (Scientific Hospital Supplies)						
verruca treatment	5g	049-734	14.68(12)	S	1.95	P	a	protein supplement	200g	282-327	16.160	S	...	
DENSTET (Associated Dental)														
denture adhesive	25g	071-076	15.50(25)	S	1.07	GSL	a	GEPE (Johnsons Photopia)						
DENT-O-CARE (Dent O Care)														
dental tape	25yds	138-826	7.50(10)	S	1.30		a	hand mounting press		399-964	12.390	S	18.99	
mouth mirror		137-000	2.40(10)	S	0.60		c	adaptor 85 x 85		399-972	2.280	S	3.49	
toothbrushes								mounting tweezers		254-193	0.710	S	1.09	
curaprox microbrush								semi-auto cutter		254-391	43.040	S	65.99	
heads	5		1.900	S	3.25			trimmer		254-144	1.950	S	2.99	
ex ex ex fine 940-965, medium taper 940-973								GLUCOMETER GX (Ames)						
interdental	6	113-498	1.050	S	1.75		a	blood glucose meter	401-158	30.000	S	39.00		
plastic coated								GRECIAN 2000 (Combe International)						
with holder		130-344	1.450	S	2.50		a	Effective January 01						
plastic coated wire		122-788	1.100	S	1.90		a	cream	56.7g	322-214	15.68(6)	S	4.29	
microbrush heads	6	232-074	1.100	S	1.90		r	lotion	125ml	402-529	15.68(6)	S	4.29	
universal microbrush									240ml	482-133	12.77(3)	S	6.99	
holder		231-522	1.800	S	3.15		r	GRECIAN PLUS (Combe International)						
DENTOGEN (Cupal)														
Effective January 01								Effective January 01						
toothache tablets	18	346-759	9.41(12)	S	1.25		a	grey control foam	150ml	221-267	16.04(6)	S	4.39	
DIALAMINE (Scientific Hospital Supplies)														
dietary supplement	100g	330-688	6.910	S	...		a	HEPATAMINE (Scientific Hospital Supplies)						
DUOCAL (Scientific Hospital Supplies)														
dietary supplement								dietary supplement	60g	267-781	5.251	S	...	
MCT	100g	329-698	2.570	Z	...		a	HI-LIFT (English Grains Healthcare)						
super soluble	400g	314-989	9.375	Z	...		a							
DURST (Johnsons Photopia)														
colour enlarger								Effective January 01						
+ TRA 305	M670K	088-179	286.330	S	369.99		a	molasses and yeast						
enlarger								tablets	300	123-018	10.78(12)	S	1.55	
black & white	M370	087-841	154.770	S	199.99		a	INFORME (Thames Valley Medical)						
	M670	088-039	232.160	S	299.99		a	all-in-one incontinence						
DYLON (Dylon)														
Effective January 01								garment	large	370-171	3.650	S	5.99	
cold dye	tin	080-374	8.69(12)	S	1.25		a	IZAL (Jeyes)						
fix	sachet	080-309	10.29(48)	S	0.37		r	toilet paper medicated						
colorfun								flats		134-924	15.01(36)	S	...	
composite packs		353-177	12.68(4)	S	7.29		a	rolls		134-932	15.01(36)	S	...	
fabric paint		349-167	4.35(6)	S	1.25		a	JEYES (Jeyes)						
	25ml	474-882	5.05(6)	S	1.45		a	Bloo						
fabric paint assort	x 6	353-094	4.000	S	6.90		a	fresh blue	50g	345-942	17.02(36)	S	...	
fabric painting pen		380-220	5.74(6)	S	1.65		a	fresh green	50g	157-834	17.02(36)	S	...	
transfers		474-940	5.05(6)	S	1.45		r	JUST FOR MEN (Combe International)						
dyes multi-purpose		080-358	8.69(12)	S	1.25			Effective January 01						
hand dyeing								shampoo-in hair						
permanent colour	100g	248-971	3.98(3)	S	2.29		a	colourant		357-269	17.13(6)	S	4.69	
Pre Dye								K.H.3 (Torbet Laboratories)						
colour remover	refill	366-419	8.69(12)	S	1.25		a	(distributors Farillon)						
Pre-Dye								Effective January 01						
								capsules	150	147-371	14.640	S	23.39	
								KAO-C (Cupal)						
								tablets	50	077-297	10.47(12)	S	1.39	GSL
								KEYES (Romanda Healthcare)						
								for prevention of hair loss						
								lotion	6ml x 12	450-437	13.800	S	25.75	
								shampoo	125ml	450-445	2.870	S	4.90	
								L'OREAL (L'Oreal)						
								Effective January 01						
								Studio Line						

mousse	45ml	000-935	4.510(12)	S	0.54	d	handbag spray	7.5ml	392-308	—	S	36.00	d
shaping gloss	200ml	387-746	18.300(12)	S	2.19	d	recharge	7.5ml	392-316	—	S	22.50	d
styling gel spray	150ml	449-587	10.070(6)	S	2.41	d	Maquilluide hydratant	30ml jar	485-565	—	S	12.25	d
Einett hairspray	75ml	316-182	14.250(12)	S	1.71	a	30ml tube	245-910	—	S	12.00	d	
	200ml	316-190	23.820(12)	S	2.85	a	Maquimat						
	300ml	266-791	31.170(12)	S	3.73	a	teint naturel	35ml	486-977	—	S	12.25	d
	450ml	086-942	20.640(6)	S	4.95	a	Pinceau						
Energance							rouge designer	485-524	—	S	10.00	d	
conditioner	200ml	208-173	9.150(6)	S	2.19	a	Progres						
curl reviver	150ml	485-664	11.450(6)	S	2.74	a	pour le corps						
remoisturiser	150ml	000-943	10.990(6)	S	2.63	a	dispenser	200ml	440-834	—	S	20.50	d
shampoo	250ml	037-101	8.690(6)	S	2.08	a	Sagamore						
styling mousse firm	150ml	037-218	10.990(6)	S	2.63	a	aftershave	50ml	428-904	—	S	15.00	d
Free Style								100ml	428-870	—	S	22.50	d
finishing spray	200ml	135-400	17.380(12)	S	2.08	a	atomiser	100ml	428-912	—	S	24.00	d
	300ml	181-008	21.610(12)	S	2.59	a		200ml	428-953	—	S	11.50	d
mousse	100ml	301-978	17.010(12)	S	2.04	a	all over body shampoo	150ml	428-946	—	S	10.50	d
	150ml	046-235	22.900(12)	S	2.74	a	deodorant atomiser	50ml	428-821	—	S	17.50	d
	200ml	046-375	28.050(12)	S	3.36	a	eau de toilette	100ml	428-813	—	S	26.00	d
natural hairspray	150ml	449-611	9.610(6)	S	2.30	a		200ml	428-805	—	S	38.00	d
Nourance							atomiser	50ml	428-854	—	S	18.50	d
daily nounshing cream	150ml	426-718	10.990(6)	S	2.63	a		100ml	428-847	—	S	28.00	d
dry ends strengthening							shaving foam	150ml	428-961	—	S	9.50	d
serum		426-866	18.350(6)	S	4.40	a	soap	150g	428-979	—	S	8.50	d
shampoo	250ml	000-950	8.690(6)	S	2.08	a	sun care products						
Plentitude							Conquete du Soleil						
3 minute purity mask	75ml	191-650	2.850	S	4.10	a	after sun moisturiser	125ml	388-306	—	S	8.00	d
active daily moisturiser							deep tanning						
pot	50ml	400-903	3.710	S	5.34	a	bronzing gel	SPF2 125ml	269-118	—	S	9.00	d
tube	50ml	399-899	3.140	S	4.51	a	Ablutia						
alcohol free tonic	250ml	456-285	2.140	S	3.07	a	cleansing mousse	100ml	306-027	—	S	12.00	a
cleansing milk	250ml	456-277	2.140	S	3.07	a	Aquacils						
contour regard							waterproof mascara		048-918	—	S	10.00	a
eye cream/gel	15ml	191-460	27.850(6)	S	6.67	a	base durcissante		363-028	—	S	7.00	a
eye make-up removing lotion							Bi-Facil						
bottle	125ml	400-028	1.920	S	2.77	a	luxury eye make-up						
firming serum							remover	252-676	—	S	10.00	●	
concentrate	30ml	217-018	6.570	S	9.45	a	Bienfait du Matin						
gentle cream wash							Bronze	tube 50ml	378-356	—	S	13.00	a
tube	150ml	399-980	2.140	S	3.07	a	Cannelle	tube 50ml	247-448	—	S	13.00	a
gentle scrub cream							Dore	tube 50ml	082-487	—	S	13.00	a
tube	75ml	400-135	2.280	S	3.28	a	Naturel	tube 50ml	433-402	—	S	13.00	a
liposomes							Peche		252-692	—	S	13.00	●
pot	50ml	197-475	6.290	S	9.04	a	Blush Eclat						
tube	30ml	216-648	3.500	S	5.03	a	blusher		178-566	—	S	13.00	a
night replenisher							Blush Majeur						
pot	40ml	400-283	3.930	S	5.64	a	blusher		261-834	—	S	13.50	a
tube	40ml	399-881	3.350	S	4.82	a	Bocage						
nutritive cream for dry skin							cream		294-181	—	S	8.00	a
pot	40ml	400-267	3.930	S	5.64	a	roll-on deodorant		048-397	—	S	8.00	a
tube	40ml	399-782	3.350	S	4.82	a	Cadence	200ml	261-388	—	S	13.00	a
oil free moisturising lotion							Clarifiance						
pot	50ml	216-770	3.710	S	5.34	a	gentle astrngent tonic						
tube	50ml	216-952	3.140	S	4.51	a	alcohol-free	250ml	429-118	—	S	12.00	a
wrinkle defence cream							gentle cleansing brush		429-209	—	S	9.50	a
pot	40ml	400-200	3.930	S	5.64	a	oil-free hydrating fluid	50ml	305-870	—	S	14.00	a
tube	40ml	399-311	3.350	S	4.82	a	purifying foaming face						
Rayonnance							gel	125ml	429-400	—	S	11.00	a
conditioner	200ml	222-885	9.150(6)	S	2.19	a	Climat						
intensive remoisturiser	150ml	223-339	10.990(6)	S	2.63	a	eau de toilette						
shampoo	250ml	222-554	8.690(6)	S	2.08	a	atomiser	45ml	252-619	—	S	13.50	●
Recital							vaporiser	75ml	087-197	—	S	23.00	a
highlight kit		249-334	10.780(3)	S	5.17	a	parfum	7ml	053-587	—	S	31.00	a
Recital Performance							crayon contour des levres		249-839	—	S	6.50	a
cream hair colourant		353-789	8.480(3)	S	4.06	a	crayon kohl		440-883	—	S	6.50	a
Les Blondissimes		034-138	8.480(3)	S	4.06	a	crayon sourcils		406-678	—	S	6.50	a
super blonde		152-363	10.230(3)	S	4.90	a	dissolvant		363-044	—	S	7.00	a
Studio Line							Effacernes						
design gel	150ml	171-918	20.140(12)	S	2.41	a	concealer		058-727	—	S	9.00	a
fixing gel	150ml	008-060	20.140(12)	S	2.41	a	Effacil						
fixing spray	200ml	017-475	19.220(12)	S	2.30	a	eye make-up remover	125ml	014-134	—	S	8.50	a
	300ml	233-692	23.450(12)	S	2.81	a	gel	40ml	048-603	—	S	8.50	a
fixing spritz	150ml	449-447	11.450(6)	S	2.74	a	Empreinte de Beaute	75ml	429-084	—	S	16.50	a
gelling curls	150ml	351-569	21.980(12)	S	2.63	a	Exfoliance	50ml	264-580	—	S	12.50	a
pumping curls	150ml	216-432	21.060(12)	S	2.52	a	pour le corps	150ml	261-123	—	S	13.00	a
sculpting mousse	125ml	172-064	17.380(12)	S	2.08	a	Fluance						
	200ml	006-551	21.980(12)	S	2.63	a	extra mild shampoo		014-480	—	S	10.00	a
shaping mousse	125ml	181-032	17.380(12)	S	2.08	a	extra rich cream						
	200ml	006-544	21.980(12)	S	2.63	a	conditioner		014-522	—	S	15.00	a
styling creme	150ml	249-326	20.140(12)	S	2.41	a	extra rich milky						
ultra fixing spray	200ml	196-402	19.220(12)	S	2.30	a	shampoo		014-282	—	S	10.00	a
	300ml	197-087	23.450(12)	S	2.81	a	satin milky conditioner		014-498	—	S	10.00	a
wet look styling gel	150ml	007-567	20.140(12)	S	2.41	a	Forte Vital	30ml	320-671	—	S	35.00	a
Twice as Lasting								50ml	320-432	—	S	46.00	a
clear set	30ml	470-575	7.820(12)	S	0.94	a	firming eye cream	15ml	101-980	—	S	21.00	a
	100ml	353-839	7.310(6)	S	1.75	a	serum	25ml	303-727	—	S	30.00	a
Velvet Performance perm		171-793	17.430(6)	S	4.17	a	Fraicheur Tonique	250ml	378-430	—	S	14.00	a
LADY GRECIAN 2000 (Combe International)							Galatee	250ml	153-908	—	S	14.00	a
Effective January 01							Galateis						
lotion	125ml	449-090	15.680(6)	S	4.29	a	dispenser	250ml	207-654	—	S	16.00	a
LANA-STING (Combe International)							Hydra-bleu	75ml	485-599	—	S	16.50	a
Effective January 01							Hydrix	50ml	085-449	—	S	17.50	a
anaesthetic/antiseptic							Immencils						
cream	30g	011-254	9.750(6)	S	2.49 P	a	creamy mascara		098-780	—	S	9.50	a
LANACANE (Combe International)							Jeux d'Ombres						
Effective January 01							eyeshadows		469-346	—	S	12.00	a
medicated cream tube	30g	206-243	17.920(12)	S	2.29 P	a	Keracils						
	60g	278-465	14.440(6)	S	3.69 P	a	mascara		375-832	—	S	10.00	a
LANCÔME (Lancome)							laque satin		296-897	—	S	7.00	a
Effective January 01							Liner Plume						
Aquamines							eyeliners		485-474	—	S	16.00	a
eyeshadows	392-142	—	S	7.50	d		refill		485-516	—	S	10.00	a
Clarifiance							Magie Noire						
gentle formula													
cleansingbar	100g	429-183	—	S	7.50	d							
Les Monos													
eyeshadows	429-217	—	S	6.75	d								
Magie Noire													
parfum													

body cream	200ml	432-815		S	28.00	a	atomiser	15ml	253-617	34.020(18)	S	3.75	●
eau de toilette	30ml	406-645		S	17.00	a		30ml	253-716	54.540(18)	S	6.00	●
	50ml	453-142		S	25.00	a		60ml	253-823	57.480(12)	S	9.50	●
	100ml	392-332		S	33.50	a	splash	30ml	253-591	2.770	S	5.50	●
vaporiser	50ml	019-273		S	26.50	a	soaps						
	100ml	453-134		S	36.50	a	rectangular	50g	083-469	15.120(24)	S	1.25	●
foaming bath gel	125ml	433-243		S	23.00	a	MAXAMAID (Scientific Hospital Supplies)						
parfum	7ml	446-559		S	42.00	a	special diet food						
soap	100g	392-357		S	8.50	a	MSUD	575g	247-064	40.882	S	...	●
voile parfume	125ml	392-340		S	23.00	a	RVHB	575g	247-189	40.882	S	...	●
Maqui-Eclat		303-735		S	16.00	a	XLys, Try	575g	247-320	40.882	S	...	●
Maquicils						a	XMet, Thre, Val, Isoleu	575g	247-874	40.882	S	...	●
roll-on mascara	153-734			S	8.50	a	XP						
Maquifinish						a	concentrate	200g	280-529	32.400	S	...	a
compact powder	303-750	...		S	12.00	a	flavoured	575g	130-435	34.780	S	...	a
loose powder	154-187			S	12.50	a	unflavoured	575g	280-412	34.780	S	...	a
Maquimat						a	XPhen, Tyr	575g	247-775	40.882	S	...	●
teint naturel	40ml	375-816		S	14.50	a	MAXAMUM XP (Scientific Hospital Supplies)						
Maquisatin	40ml	392-266		S	13.50	a	special diet food						
Masque No 10	75ml	429-092		S	16.50	a	flavoured	575g	130-443	55.720	S	...	a
Niosome	30ml	377-218		S	22.00	a	unflavoured	575g	281-824	55.720	S	...	a
	50ml	377-200		S	27.00	a	MAXIJUL (Scientific Hospital Supplies)						
Noctosome	30ml	261-230		S	26.00	a	dietary supplement						
	50ml	261-800		S	36.00	a	liquid	200ml	330-407	0.620	Z	...	a
Nutribel	40ml	003-186		S	15.00	a	special diet food	200g	246-827	1.200	S	...	●
	75ml	011-783		S	22.00	a	super soluble dietary						
Nutrix	125ml	154-393		S	25.00	a	supplement	100g	043-471	0.590	Z	...	a
	50ml tube	154-377		S	15.00	a	2.5k	043-547	10.725	Z	...	a	
Douceur Demaquillante	250ml	303-701		S	15.00	a	MAXIPRO (Scientific Hospital Supplies)						
levres lip treatment		252-858		S	9.00	●	dietary supplement						
mains hand treatment	75ml	296-905		S	12.00	a	super soluble	1kg	315-002	19.670	Z	...	a
O de Lancome						a	200g	314-997	4.918	Z	...	a	
deodorant atomiser	150ml	429-068		S	8.00	a	MAXISORB (Scientific Hospital Supplies)						
deodorant stick	50ml	303-693		S	8.00	a	dietary foods	30g	282-194	1.877(5)	S	...	a
eau de toilette	50ml	429-043		S	12.50	a	METABOLIC MINERAL MIXTURE (Scientific Hospital Supplies)						
	100ml	429-035		S	21.00	a	dietary supplement	100g	247-940	5.110	S	...	i
vaporiser	75ml	364-943		S	15.50	a	METAMUCIL (Procter & Gamble(H & B Care))						
	125ml	392-746		S	21.50	c	powder for constipation						
foam bath	150ml	303-685		S	11.50	a	tub	550g	168-625	2.640	S	4.55	GSL a
hydrating body milk	150ml	429-050		S	11.50	a	MSUD AID (Scientific Hospital Supplies)						
shower gel	150ml	375-923		S	10.50	a	special diet food	200g	478-859	31.050	S	...	a
soap	100g	376-004		S	6.00	a	MURIPSIN (Norgine)						
Oligo-Major	30ml	014-266		S	36.00	a	Effective January 01						
Pinceau a Poudre						a	tablets	50	186-106	5.280	S	9.11	GSL a
face powder	015-214			S	13.50	a	NATRACALM (English Grains Healthcare)						
Poudre des Tropiques						a	Effective January 01						
face powder	303-768	...		S	17.00	a	tablets	12	366-344	8.220(12)	S	1.05	a
Poudre Majeur						a	48	424-473	19.440(12)	S	2.49	GSL a	
loose face powder	014-944	...		S	17.00	a	NATRAPEL (Arrowmed)						
new compact	252-924	...		S	17.00	●	insect repellent						
Progres	50ml	058-685	...	S	31.00	a	lotion	4oz	365-718	22.600(12)	S	3.25	a
contour des yeux	15ml	245-241		S	18.00	a	pump spray	4oz	365-635	22.600(12)	S	3.25	a
intensif rides	40ml	136-432	...	S	33.00	a	NEOCATE (Scientific Hospital Supplies)						
pour le cou	40ml	364-919	...	S	23.00	a	special diet food	400g	495-358	14.720	S	...	a
Rouge a Levres Satin						a	NEURAL EASER (Arkstore)						
lipstick	020-024	...		S	8.50	●	body toner/massager	417-717	4.400	S	8.99	a	
Rouge Absolu	252-973	...		S	10.00	a	long handled	443-291	4.900	S	9.95	a	
Sculpturale	200ml	261-586	...	S	26.00	a	NICORETTE (Lundbeck)						
sun care products							(distributors Farillon)						
Conquete du Soleil						a	chewing gum						
after sun lotion with						a	2mg	105	299-800	7.040	S	12.14	POM c
niosomes	047-191	...		S	13.50	a	NOSTROLINE (Bioglan)						
anti-ageing cream	SPF4	260-513	...	S	10.00	a	nasal remedy ointment	14g	224-378	13.720(12)	S	1.75	P c
	SPF6	260-588	...	S	10.00	a	NYSTAN (Squibb, E.R.)						
	SPF12	260-638	...	S	10.00	a	dusting powder	15g	199-687	1.090	S	1.88	POM d
anti-infra red cream	SPF15	260-943	...	S	10.50	a	ODOR-EATERS (Combe International)						
fresh bronzing gel	SPF4	490-755	...	S	9.50	a	Effective January 01						
intensive repairing after sun						a	foot powder	100g	108-209	9.460(6)	S	2.59	a
body milk	490-797	...		S	11.50	a	insoles						
moisturising tanning						a	economy twin pack		337-618	13.490(6)	S	3.69	a
milk	SPF2	328-021	...	S	10.00	a	Super Tuff	pr	337-667	9.460(6)	S	2.59	a
	SPF4	328-005	...	S	10.00	a	ultra comfort	pr	483-065	8.000(6)	S	2.19	a
	SPF6	125ml	269-217	...	S	10.00	slip-stops						
pre-sunning milk	125ml	299-115	...	S	10.50	a	cushion mini soles	2 pr	018-614	9.830(6)	S	2.69	a
self tanning milk	125ml	406-397	...	S	10.00	a	Trainer tamers	1 pr	239-335	9.830(6)	S	2.69	a
sun protective spray	SPF10	490-771	...	S	11.50	a	OMNIKAN 100 (Braun Medical)						
tan prolonging after						a	1ml U-100 with						
sun milk	125ml	305-862	...	S	10.50	a	27g x 1/2 needle	100	147-744	8.600	S	...	POM a
Esprit de Soleil	50ml	490-748	...	S	16.50	a	OMNIKAN 50 (Braun Medical)						
Teint Majeur						a	1ml U-100 with						
creme poudree	485-573	...		S	16.50	a	27g x 1/2 needle	100	147-751	8.600	S	...	POM a
Tonique Douceur	250ml	154-492	...	S	14.00	a	OTRIVINE-ANTISTIN (Zyma)						
	500ml	154-500	...	S	20.00	a	Effective January 07						
Traceumatic						a	eye drops	10ml	205-682	1.400	S	2.41	P a
fine eye liner	054-130	...		S	9.50	a	OXYPRENOLOL (see Oxyphenix 160-Sr)						
Trans Hydrix	50ml tube	113-712	...	S	18.50	a	OXYPRENIX 160-SR (Ashbourne Pharms)						
LEUPRORELIN (see Prostat Sr)						a	(oxyprenolol HCl 160mg)						
LIQUID DUOCAL (Scientific Hospital Supplies)						a	tablets	28	251-801	6.200	S	...	POM i
dietary supplement	1l	232-231	5.140	S	...	a	PK AID III (Scientific Hospital Supplies)						
	250ml	232-744	1.450	S	...	a	special diet food	500g	152-678	79.000	S	...	a
LIQUID PARAFFIN (see Bms)							PEPDITE (Scientific Hospital Supplies)						
LIQUIGEN (Scientific Hospital Supplies)						a	special diet food						
dietary supplement	1l	329-722	14.810	Z	...	a	0-2	400g	495-457	9.430	S	...	a
	2l	022-343	26.630	Z	...	a	2+	400g	495-465	9.430	S	...	a
LORENZO'S OIL (Scientific Hospital Supplies)						a	MCT 0-2	400g	495-473	10.375	S	...	a
special diet food	710ml	152-751	55.912	S	...	a	MCT 2+	400g	495-481	10.375	S	...	a
LYSALDIN (Thames Valley Medical)						a	PICK-UPS (English Grains Healthcare)						
skin wash	500ml	238-162	30.360(12)	S	4.00	a	Effective January 01						
MAALOX PLUS (Rhône-Poulenc Rorer)						a	tablets	60	424-481	12.450(12)	S	1.79	GSL a
suspension	100ml	094-839	0.740	S	1.15	GSL a	PIERRE BERGERAC (Parfums Pierre Bergerac)						
tablets	10	145-359	0.460	S	0.71	GSL a	Elegance de Bergerac						
	50	413-047	1.670	S	2.59	GSL a	eau de toilette						
MAJA (Network Management)						a	vaporisateur	100ml	245-654	14.560	S	25.00	●
Effective January 01						●	La Vie D'Amour						
bath & shower gel	150ml	253-831	11.340(6)	S	3.75	●	eau de toilette						
body lotion	150ml	254-029	11.340(6)	S	3.75	●	vaporisateur	100ml	245-662	14.560	S	25.00	●
dusting powder & puff	100g	254-110	2.500	S	4.95	●	PLAMIL (Plamil foods)						
eau de parfum	15ml	253-583	27.240(12)	S	4.50	●	confection						
splash	30ml	083-527	3.540	S	7.00	●	carob bar						
eau de toilette													

CHEMIST & DRUGGIST 5 JANUARY 1991

30ml balloon female, prefilled	DT1647	313-387	6.260	S	...	a
10ml balloon standard	DT1637AL	313-395	6.770	S	...	a
16-28 Ch standard, prefilled	DT1657/67	102-962	6.260	S	...	a
10ml balloon silicone, standard length	DT1657AL	103-127	6.770	S	...	a
Teflon coated paediatric	DT1658/68	371-633	6.460	S	...	a
5ml balloon, 8 & 10 Ch standard	DT0165PV	064-394	5.240	S	...	a
16-28 Ch catheters, nelon intermittent plastic	DT1265/66LV	008-193	2.060	S	...	a
female five pack	DT5031	419-796	5.130	S	...	a
male five pack	DT5030	419-804	5.130	S	...	a
paediatric five pack	DT503208/10	419-150	5.130	S	...	a
leg bag garments & straps						
leg bag straps elastic velcro	15LS	235-929	10.630(10)	S	...	a
straps foam velcro	8441	090-944	4.140(10)	S	...	a
latex	8440	090-969	2.180(10)	S	...	a
overnight drainage bags						
2litre	DT813131	424-390	9.300(10)	S	...	a
sheaths						
penile	U52	245-886	20.900(30)	S	...	a
with Crxiline strip	C52	101-444	29.450(30)	S	...	a
Uro sheath re-usable	1502	064-337	4.360	S	...	a
tubing & accessories						
extension tube						
4foot	1399-4	064-246	1.160	S	...	a
8	0538	064-261	0.920	S	...	a
8foot	1766-8	064-311	1.820	S	...	a
urinals, male bodyworn						
adaptor & tubing						
for plastic leg bags	600532	064-279	6.560	S	...	a
McGuire						
with adaptor						
waist	0508	064-303	48.600	S	...	a
paraplegic	0019	279-463	39.650	S	...	a
URISAC (Bard)						
Effective January 01						
portabag	7680	081-331	10.250(10)	S	...	a
portabell	7681	081-380	6.000	S	...	a
VAGISIL (Combe International)						
Effective January 01						
feminine powder	100g	128-124	12.030(6)	S	3.29	a
VANTAGE (A.A.H. Pharmaceuticals)						
Effective January 01						
baby care range						
all-in-one ultra						
child	20	290-924	26.400(8)	Z	3.99	a
infant	26	203-232	26.400(8)	Z	3.99	a
newborn	32	205-997	26.400(8)	Z	3.99	a
toddler	22	204-750	26.400(8)	Z	3.99	a
baby lotion wipes	80	286-724	13.260(12)	S	1.69	a
cotton buds	100	119-842	8.400(24)	S	0.55	a
nappy bags	50	017-115	8.640(12)	S	1.10	a
nappy pads						
disposable	20	370-981	9.400(12)	S	1.20	a
orange syrup	200ml	189-167	7.200(12)	S	0.85	a
pants, pack of 3	large	122-028	7.140(12)	Z	0.89	a
	ex. large	122-036	7.140(12)	Z	0.89	a
wipes	80	159-913	11.370(12)	S	1.45	a
cotton buds	180	205-724	6.480(12)	S	0.85	a
feminine hygiene range						
panty liners	488-353	12.600(24)	S	0.82	a	
press-on sanitary towels						
regular	10	488-288	7.800(24)	S	0.52	a
super	10	184-291	8.460(24)	S	0.55	a
press-on towels						
regular	20	285-973	7.170(12)	S	0.89	a
super	20	286-302	7.800(12)	S	0.99	a
super slim wrapped	20	245-209	8.940(12)	S	1.10	a
glucose & vitamin C powder	454g	245-167	11.680(16)	Z	1.19	a
hair care						
hairspray/conditioner	250ml	024-000	6.690(12)	S	0.89	a
inhalent oil	25ml	051-755	9.060(12)	S	1.29	a
plasters						
pre-cut fabric	24's	245-233	6.240(12)	S	0.85	a
pre-cut washproof	24's	245-332	6.240(12)	S	0.85	a
strip fabric dressing	6.3cm x 1m	245-225	7.260(12)	S	0.99	a
VEPESID (Bristol-Myers Oncology)						
ampoules						
100mg	10	043-828	145.800	S	251.51 POM	r
VIPRO (Scientific Hospital Supplies)						
dietary supplement	1kg	281-899	12.740	S	...	a
VOCALZONE (English Grains Healthcare)						
Effective January 01						
pastilles	25g	305-953	10.100(12)	S	1.45 GSL	a
WAXSOL (Norgine)						
Effective January 01						
ear drops	10ml	026-229	0.980	S	1.69 GSL	a
WET ONES (Jeyes)						
cleansing wipes	15	481-994	0.564	S	...	a
	50	482-018	1.161	S	...	a
	70	079-582	15.450(12)	S	...	r
YESTAMIN (English Grains Healthcare)						
Effective January 01						
Big-vit C						
blackcurrant tablets	62	049-031	9.560(10)	S	1.65	d
220mg						

Big-Vit C						
tangerine tablets	50	488-825	7.820(6)	S	2.25	d
550mg						
Big-vit E						
tablets						
110iu	62	048-934	13.040(10)	S	2.25	d
220iu	62	046-599	11.480(6)	S	3.30	d
Kids-Vit C						
tablets						
100mg	100	488-833	5.740(6)	S	1.65	d
vit-B complex tablets						
100	054-486	9.560(10)	S	1.65	d	
vit-B5						
tablets						
120mg	100	179-176	10.720(10)	S	1.85	d
vit-B6						
tablets						
10mg	100	059-402	9.560(10)	S	1.65	d
fibre bran						
tablets	80	225-730	15.960(10)	S	2.75 GSL	a
powder	8oz	314-815	11.920(12)	Z	1.49	a
	16oz	314-831	20.400(12)	Z	2.55	a
	300	314-864	7.300(12)	S	1.05	a
	1000	452-938	17.750(12)	S	2.55	a
YOUTHEXA (Arnold Hair & Skin)						
after hair lotion		314-922	2.940	S	5.07	a
cleansing cream	25cc	314-955	2.940	S	5.07	a
hair remover stick		315-028	2.880	S	4.97	a
hair remover stick		315-036	2.880	S	4.97	a
powderstone hair eraser		315-051	6.060	S	10.46	a

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Aladdin Industries Ltd (Code 359) 6 Grovelands Business Centre Boundary Way Hemel Hempstead Hertfordshire HP2 7TE Tel: 0442 235858 Fax: 0442 235760	c	Parfums Pierre Bergerac (Code 1760) St Albans House 181 The Parade High Street Watford Hertfordshire WD1 1NJ Tel: 0923 221256 Fax: 0923 38675	i
Barker, G (Code 927) Swains Park Park Road Overseal Burton Upon Trent Staffordshire M23 8FS Tel: 0283 221616 Fax: 0283 550185	d	Plamil Foods Ltd (Code 1448) Plamil House Bowles Well Gardens Folkestone Kent CT19 6PQ Tel: 0303 850588 Fax: 0303 850015	i
BHR Pharmaceuticals Ltd (Code 1277) Clearglen House 151 Frimley Road Camberley Surrey GU15 2PS Tel: 0276 686633 Fax: 0276 691379	i	PST (Distribution) Ltd (Code 2936) 1 Roundwood Avenue Stockley Park Uxbridge Middlesex UB11 1AF Tel: 081-756 1616 Fax: 081-756 0119	c
Cussons (U.K.) Ltd (Code 2838) Kersal Vale Manchester M7 0GL Tel: 061-792 6111 Fax: 061 792 4247	c	Romanda Healthcare (Code 1212) Romanda House Ashley Walk London NWY 1DU Tel: 081-346 0784	i
Delta Pharmaceuticals (Code 5077) 71a High Street Stony Stratford Milton Keynes Bedfordshire MK11 1BA Tel: 0908 262346	c	Selective Beauty International (Code 1160) 30 Kensington Church Street London W7 4HA Tel: 071-937 5454 Fax: 071-937 8201	i
Dent-O-Care Ltd Div. J. & S. Rubinstein Ltd (Code 5760) Unit 7 Cygnus Business Centre Dalmeyer Road London NW10 2XA Tel: 081-459 7550 Fax: 081-451 0063	c	Stute Foods Ltd (Code 2785) Clifton Heights Triangle West Bristol Avon Tel: 0272 291406	i
Greenscreen International Ltd (Code 1174) 40 Woodstock Road London NW11 8ER Tel: 071-372 1487 Fax: 071-433 1949	i	Thorn EMI Lamps & Components Ltd (Code 9630) Miles Road Mitchum Surrey CR4 3YX Tel: 081-366 1166	c
Johnsons Photopia Ltd (Code 5349) Hempstalls Lane Newcastle Staffordshire ST5 0SW Tel: 0782 717100 Fax: 0782 717707	c	Tillomed Laboratories Ltd (Code 6266) Henlow Trading Estate Henlow Bedfordshire SG16 6DS Tel: 0462 813933	d
Leeson Gulf Sponges Ltd (Code 1270) Units 23-24 The Stables Babbage Road Industrial Estate Totnes Devon TQ9 5LE Tel: 0803 865457 Fax: 0803 867077	i	Tripod Industries (Code 1832) Tripod House 105-107 Lansdowne Road Croydon Surrey CR0 2BN Tel: 081-680 0073 Fax: 081-681 1916	d
Osram Ltd (Code 3564) 1 Gresham Way Durnsford Road London SW19 8RU Tel: 081-947 1261 Fax: 081-947 5132	c	Warner Lambert Confectionery (Code 7193) Dumers Lane Radcliffe Manchester M26 9QT Tel: 061-765471 Fax: 061-796 0670	c
		Westbourne (UK) Ltd (Code 1210) 42 Hampstead Grove London NW3 Tel: 081-340 0939 Fax: 081-209 1231	c

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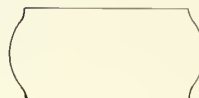
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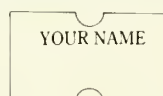
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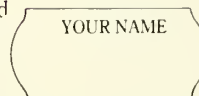
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